RJR Tobacco

To: Gwen Scott 6/5

Company: RJR

Fax: 2685

From: J. M. PISCITELLI
Company: R. J. REYNOLDS TOBACCO
Phone: (910) 741-7296 or (216) 779-1888
Fax: (216) 779-1889

Date: 6/5/96
Pages including this cover page: 5

Comments: **NEW PRIVATE LABEL CUSTOMER AMERADA HESS**

Forthcoming is customer service sheet, opening, sustaining and six (6) month forecast. This opening forecast is based on prearranged plus out to all Amerada Hess locations. The sustaining forecast is based on the proposed shipment goal for this account. Currently Amerada Hess does not have a brand or brands that we can determine on where we will be obtaining the business from. If in your conversation with Jim or Donna and BIAD you determine that this is incorrect please let me know what the new sustaining forecast should be.

First shipment is anticipated July 8. I would appreciate you advising me when the product is available in the public warehouse.

cc: J. S. Farmer /w.att 6/5
D. H. Smitherman w/att. 6/5
G. N. Kuruc w/att. ✓

Note: P. A. Letourneau (6 pages)
R. M. Duszynski (6 pages)
Attached, for your review, is copy of UPC codes.

51846 4144

Source: https://www.industrydocuments.ucsf.edu/docs/gzky0000

TO: DONNA SMITHERMAN
CUSTOMER SERVICE

FROM: J. M. PISCITELLI
DATE: 6/1/96

BRAND: SIGNATURE

FIRST SHIP MO: JULY '96

ACCOUNT #: ADVISE 999#
NAME: AMERADA HESS CORPORATION
ADDRESS: ONE HESS PLAZA
WOODBRIDGE, NJ 07095

ATTN: STANLEY J. BENARICK

MAIL CHECK TO:

DIVISION NO:

	ORIGINAL AS OF:	REVISED AS OF:	REVISED AS OF:	REVISED AS OF:	REVISED AS OF:
	6/1/96				
LIST PRICE:	$9.19				
P/L MONTHLY PMT	$.00				
RET DEF MONTHLY PMT	$.00				
OFF-INVOICE ALLOW.	$2.30				
OFF-INVOICE TEMP ALLOW.	$.00				
QUARTERLY ACCRUAL	$.00				

DIRECT SHIP-TO LOCATIONS:

NEW*	DELETE*	SIS #	SHIP-TO
		649920	TRIPIFOODS
		375878	MCLANE NE
		376430	MCLANE SOUTHEAST
		380734	MCLANE SUNEAST

* INDICATE IN PROPER COLUMN WHETHER ADDING OR DELETING DIRECT ACCOUNT.

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Source: https://www.industrydocuments.ucsf.edu/docs/gzky0000

BRAND: Signature - OPENING ORDER INFORMATION (12M) CASES

		45/122		5/104		38/28		63/31	
	ACCOUNT NAME	AMERADA HESS		AMERADA HESS		AMERADA HESS		AMERADA HESS	
	SHIP TO NAME	TRI Pitoods		MCLANE NE		MCLANE SOUTHEAST		MCLANE SUNEAST	
	NUMBER	649920		373878		376430		380734	
	WAREHOUSE	Current		CURRENT		CURRENT		Current	
		OPENING	WEEKLY SUSTAINING	OPENING	WEEKLY SUSTAINING	OPENING	WEEKLY SUSTAINING	OPENING	WEEKLY SUSTAINING
13	Light King	9	4	5	5	4	3	7	3
13	Light 100	9	4	5	5	4	3	7	3
8	Menthol Light King	6	3	3	3	3	2	4	3
11	Menthol Light 100	8	4	5	5	4	3	6	3
15	Full Flavor King	13	5	6	6	3	4	9	6
14	Full Flavor 100	10	5	6	6	5	4	7	6
4	Ultra Light King	3	2	2	2	2	1	3	2
8	Ultra Light 100	6	3	4	4	3	2	5	4
—	Non Filter	—	—	—	—	—	—	—	
5	Full Flavor Men. King	4	1	2	2	1	1	3	2
6	Full Flavor Men. 100	3	2	2	2	2	2	4	2
	Full Flavor King Box	—							
	Light King Box	—							
	Total	73	~~30~~ 33	40	40	33	25	55	40

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REGION # 1200 (NICK KURIC)

BRAND: Signature - 6 MONTH FORECAST (12m Cases)

	ACCOUNT	ACCOUNT	ACCOUNT	ACCOUNT	ACCOUNT	ACCOUNT	TOTAL
	AMERADA HESS						
Light King							
Light 100							
Menthol Light King							
Menthol Light 100							
Full Flavor King							
Full Flavor 100							
Ultra Light King							
Ultra Light 100							
Nice Filter							
Full Flavor Men. King							
Full Flavor Men. 100							
Full Flavor King Box							
Light King Box							
Weekly Shipping	3588						
Plus Out	201						
Total	3789						

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Source: https://www.industrydocuments.ucsf.edu/docs/gzky0000

BRAND: Signature — PLUS OUT

	ACCOUNT	ACCOUNT	ACCOUNT	ACCOUNT	ACCOUNT	ACCOUNT	TOTAL
	MARTS	Co-OP					
Light King	5	3					
Light 100	5	3					
Menthol Light King	3	1					
Menthol Light 100	3	1					
Full Flavor King	5	4					
Full Flavor 100	5	3					
Ultra Light King	2	1					
Ultra Light 100	3	2					
Non Filter	—	—					
Full Flavor Men. King	2	1					
Full Flavor Men. 100	2	1					
Full Flavor King Box							
Light King Box							
Total	35	20					

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